

ORDER



Orders
Order / Rev: 434505
Alt Order #: WOC10486443
Product Desc: issue
Estimate: 5677
Flight Dates: 11/01/16 - 11/07/16
Original Date / Rev: 10/14/16 / 10/14/16
Order Type: NORMAL

Primary AE: Howard Voss
Sales Office: NDUN
Sales Region: National

Agency Name: Waterfront Strategies
Buying Contact:
Billing Contact:
 3050 K Street NW
 Washington, DC 20007

Billing Type: Cash
Billing Calendar: Broadcast
Billing Cycle: EOM/EOC
Agency Commission: 15%

Advertiser Name: AFT AFL-CIO
Demographic: HH
Product Codes: Issue - National - Other
Priority: P-03
Revenue Codes: AGY, POL, POL-ISS

New Business Thru:
Order Separation: 00:30:00
Advertiser External ID: 136897
Agency External ID: 5337
Unit Code: General

Bill Plan

Start Date	End Date	# Spots	Gross Amount	Net Amount
10/31/16	11/07/16	29	\$18,575.00	\$15,788.75

Totals

Month	# Spots	Gross Amount	Net Amount	Rating
November 2016	29	\$18,575.00	\$15,788.75	0.00
Totals	29	\$18,575.00	\$15,788.75	0.00

Account Executives

Account Executive	Sales Office	Sales Region	Start Date / End Date	Order %
Howard Voss			Start Of Order - End Of Order	100%

Ln	Ch	Start	End	Inventory Code	Break	Start/End Time	Days	Len	Spots	Rate	Pri	Rtg	Type	Spots	Amount
E 1	WNDU	11/01/16	11/07/16	16 Morning News @ 530a 16 Morning News 530a	CM	5:30 AM-6:00 AM (5:30 AM-6:00 AM)	MTWTF--	:30	1	\$250.00	P-03	0.00	NM	1	\$250.00
(Program: 16 MNG NWS 530)															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>			<u>Rate</u>		<u>Rating</u>			
Week:		11/01/16	11/07/16	MTWTF--			1			\$250.00		0.00			
E 2	WNDU	11/01/16	11/07/16	16 Morning News @ 6a CM 16 Morning News 6a	CM	6:00 AM-6:30 AM (6:00 AM-6:30 AM)	MTWTF--	:30	1	\$650.00	P-03	0.00	NM	1	\$650.00
(Program: 16 MNG NWS 6)															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>			<u>Rate</u>		<u>Rating</u>			
Week:		11/01/16	11/07/16	MTWTF--			1			\$650.00		0.00			
E 3	WNDU	11/01/16	11/07/16	16 Morning News @ 630a 16 Morning News 630a	CM	6:30 AM-7:00 AM (6:30 AM-7:00 AM)	MTWTF--	:30	3	\$700.00	P-03	0.00	NM	3	\$2,100.00
(Program: 16 MNG NWS 630)															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>			<u>Rate</u>		<u>Rating</u>			
Week:		11/01/16	11/07/16	MTWTF--			3			\$700.00		0.00			
E 4	WNDU	11/01/16	11/07/16	Today Show Today Show	CM	7:00 AM-9:00 AM (7:00 AM-9:00 AM)	MTWTF--	:30	2	\$850.00	P-02	0.00	NM	2	\$1,700.00
(Program: TODAY SHW)															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>			<u>Rate</u>		<u>Rating</u>			
Week:		11/01/16	11/07/16	MTWTF--			2			\$850.00		0.00			
E 5	WNDU	11/01/16	11/05/16	Newscenter 16 Sat AM Newscenter 16 Sat AM	CM	7:00 AM-10:00 AM (7:00 AM-10:00 AM)	-----S-	:30	1	\$300.00	P-03	0.00	NM	1	\$300.00
(Program: NWSCNTR 16 SA AM)															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>			<u>Rate</u>		<u>Rating</u>			
Week:		10/31/16	11/06/16	-----S-			1			\$300.00		0.00			

Order / Rev: 434505
 Alt Order #: WOC10486443
 Flight Dates: 11/01/16 - 11/07/16

Advertiser: AFT AFL-CIO
 Product Desc: issue
 Estimate: 5677

WNDU

Ln	Ch	Start	End	Inventory Code	Break	Start/End Time	Days	Len	Spots	Rate	Pri	Rtg	Type	Spots	Amount
E 6	WNDU	11/01/16	11/07/16	Today Show II Today Show II	CM	9:00 AM-10:00 AM (9:00 AM-10:00 AM)	MTWTF--	:30	2	\$350.00	P-03	0.00	NM	2	\$700.00
(Program: TODAY SHW II)															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
Week:		11/01/16	11/07/16	MTWTF--					2	\$350.00		0.00			
E 7	WNDU	11/01/16	11/07/16	Newscenter 16 @ Noon Newscenter 16 @ Noon	CM	12:00 PM-12:30 PM (12:00 PM-12:30 PM)	MTWTF--	:30	2	\$200.00	P-03	0.00	NM	2	\$400.00
(Program: NWSCNTR16@NOON)															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
Week:		11/01/16	11/07/16	MTWTF--					2	\$200.00		0.00			
E 8	WNDU	11/01/16	11/07/16	M-F 1p-2p M-F 1p-2p	CM	1:00 PM-2:00 PM (1:00 PM-2:00 PM)	MTWTF--	:30	2	\$75.00	P-03	0.00	NM	2	\$150.00
(Program: WENDY WILLIAMS)															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
Week:		11/01/16	11/07/16	MTWTF--					2	\$75.00		0.00			
E 9	WNDU	11/01/16	11/06/16	Su Today Su Today	CM	9:00 AM-10:00 AM (9:00 AM-10:00 AM)	-----S	:30	1	\$500.00	P-02	0.00	NM	1	\$500.00
(Program: SUN TODAY SHW)															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
Week:		10/31/16	11/06/16	-----S					1	\$500.00		0.00			
E 10	WNDU	11/01/16	11/07/16	M-F 4p-5p M-F 4p-5p	CM	4:00 PM-5:00 PM (4:00 PM-5:00 PM)	MTWTF--	:30	3	\$275.00	P-03	0.00	NM	3	\$825.00
(Program: ELLEN)															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
Week:		11/01/16	11/07/16	MTWTF--					3	\$275.00		0.00			
E 11	WNDU	11/01/16	11/07/16	Newscenter 16 @ 5p M-EM Newscenter 16 @ 5p M-F	CM	5:00 PM-5:30 PM (5:00 PM-5:30 PM)	MTWTF--	:30	2	\$750.00	P-03	0.00	NM	2	\$1,500.00
(Program: NWSCNTR16@5)															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
Week:		11/01/16	11/07/16	MTWTF--					2	\$750.00		0.00			
E 12	WNDU	11/01/16	11/07/16	Newscenter 16 @ 530p M Newscenter 16 @ 530p M-F	CM	5:30 PM-6:00 PM (5:30 PM-6:00 PM)	MTWTF--	:30	1	\$800.00	P-03	0.00	NM	1	\$800.00
(Program: NWSCNTR16@5:30)															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
Week:		11/01/16	11/07/16	MTWTF--					1	\$800.00		0.00			
E 13	WNDU	11/01/16	11/07/16	Newscenter 16 @ 6p M-EM Newscenter 16 @ 6p M-F	CM	6:00 PM-6:30 PM (6:00 PM-6:30 PM)	MTWTF--	:30	1	\$1,250.00	P-03	0.00	NM	1	\$1,250.00
(Program: NWSCNTR16@6)															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
Week:		11/01/16	11/07/16	MTWTF--					1	\$1,250.00		0.00			
E 14	WNDU	11/01/16	11/07/16	M-F 7p-730p M-F 7p-8p	CM	7:00 PM-7:30 PM (7:00 PM-7:30 PM)	MTWTF--	:30	2	\$500.00	P-03	0.00	NM	2	\$1,000.00
(Program: INSIDE EDITION)															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
Week:		11/01/16	11/07/16	MTWTF--					2	\$500.00		0.00			
E 15	WNDU	11/01/16	11/07/16	Monday Prime Rotator Monday Prime Rotator	CM	8:00 PM-10:00 PM (8:00 PM-10:00 PM)	MT-----	:30	1	\$2,500.00	P-03	0.00	NM	1	\$2,500.00
(Program: VOICE)															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
Week:		11/01/16	11/07/16	M-----					1	\$2,500.00		0.00			
E 16	WNDU	11/01/16	11/01/16	Tuesday Prime Hr 1 Tuesday Prime Hr 1	CM	8:00 PM-10:00 PM (8:00 PM-10:00 PM)	MT-----	:30	1	\$2,000.00	P-03	0.00	NM	1	\$2,000.00
(Program: VOICE)															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
Week:		10/31/16	11/06/16	-T-----					1	\$2,000.00		0.00			
E 17	WNDU	11/01/16	11/07/16	Newscenter 16 @ 11p MCM Newscenter 16 @ 11p M-F	CM	11:00 PM-11:35 PM (11:00 PM-11:35 PM)	MTWTF--	:30	2	\$750.00	P-03	0.00	NM	2	\$1,500.00
(Program: NWSCNTR16@11)															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
Week:		11/01/16	11/07/16	MTWTF--					2	\$750.00		0.00			
E 18	WNDU	11/01/16	11/07/16		CM	11:35 PM-12:35 AM XIM	MTWTF--	:30	1	\$450.00	P-03	0.00	NM	1	\$450.00



WNDU
54516 State Rd 933
South Bend, IN 46637
(574) 284-3000

CONTRACT

<u>Contract / Revision</u> 434505 /		<u>Alt Order #</u> WOC10486443
<u>Product</u> issue		
<u>Contract Dates</u> 11/01/16 - 11/07/16	<u>Estimate #</u> 5677	
<u>Advertiser</u> AFT AFL-CIO		<u>Original Date / Revision</u> 10/14/16 / 10/14/16
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Property</u> WNDU	<u>Account Executive</u> Howard Voss	<u>Sales Office</u> South Bend Nat
<u>Special Handling</u>		
<u>Demographic</u> Households		
<u>Agy Code</u> 9914573	<u>Advertiser Code</u> 331	<u>Product 1/2</u> 351
<u>Agency Ref</u> 5337	<u>Advertiser Ref</u> 136897	

And:

Waterfront Strategies
3050 K Street NW
Washington, DC 20007

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
N 1	WNDU	11/01/16	11/07/16	16 Morning News 530a	5:30 AM-6:00 AM		:30				NM	1	\$250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/01/16	11/07/16	MTWTF--				1	\$250.00				
N 2	WNDU	11/01/16	11/07/16	16 Morning News 6a	6:00 AM-6:30 AM		:30				NM	1	\$650.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/01/16	11/07/16	MTWTF--				1	\$650.00				
N 3	WNDU	11/01/16	11/07/16	16 Morning News 630a	6:30 AM-7:00 AM		:30				NM	3	\$2,100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/01/16	11/07/16	MTWTF--				3	\$700.00				
N 4	WNDU	11/01/16	11/07/16	Today Show	7:00 AM-9:00 AM		:30				NM	2	\$1,700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/01/16	11/07/16	MTWTF--				2	\$850.00				
N 5	WNDU	11/01/16	11/05/16	Newscenter 16 Sat AM	7:00 AM-10:00 AM		:30				NM	1	\$300.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/31/16	11/06/16	-----S-				1	\$300.00				
N 6	WNDU	11/01/16	11/07/16	Today Show II	9:00 AM-10:00 AM		:30				NM	2	\$700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/01/16	11/07/16	MTWTF--				2	\$350.00				
N 7	WNDU	11/01/16	11/07/16	Newscenter 16 @ Noon	12:00 PM-12:30 PM		:30				NM	2	\$400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/01/16	11/07/16	MTWTF--				2	\$200.00				
N 8	WNDU	11/01/16	11/07/16	M-F 1p-2p	1:00 PM-2:00 PM		:30				NM	2	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/01/16	11/07/16	MTWTF--				2	\$75.00				
N 9	WNDU	11/01/16	11/06/16	Su Today	9:00 AM-10:00 AM		:30				NM	1	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/31/16	11/06/16	-----S				1	\$500.00				
N 10	WNDU	11/01/16	11/07/16	M-F 4p-5p	4:00 PM-5:00 PM		:30				NM	3	\$825.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/01/16	11/07/16	MTWTF--				3	\$275.00				
N 11	WNDU	11/01/16	11/07/16	Newscenter 16 @ 5p M-F	5:00 PM-5:30 PM		:30				NM	2	\$1,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/01/16	11/07/16	MTWTF--				2	\$750.00				
N 12	WNDU	11/01/16	11/07/16	Newscenter 16 @ 530p M-F	5:30 PM-6:00 PM		:30				NM	1	\$800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/01/16	11/07/16	MTWTF--				1	\$800.00				

(* Line Transactions: N = New, E = Edited, D = Deleted)

This Agreement is subject to the Standard Terms and Conditions available at www.gray.tv/advertising



WNDU
54516 State Rd 933
South Bend, IN 46637
(574) 284-3000

<u>Contract / Revision</u> 434505 /		<u>Alt Order #</u> WOC10486443
<u>Contract Dates</u> 11/01/16 - 11/07/16	<u>Product</u> issue	<u>Estimate #</u> 5677
<u>Advertiser</u> AFT AFL-CIO		<u>Original Date / Revision</u> 10/14/16 / 10/14/16

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
N 13	WNDU	11/01/16	11/07/16	Newscenter 16 @ 6p M-F	6:00 PM-6:30 PM		:30				NM	1	\$1,250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/01/16	11/07/16	MTWTF--				1	\$1,250.00				
N 14	WNDU	11/01/16	11/07/16	M-F 7p-8p	7:00 PM-7:30 PM		:30				NM	2	\$1,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/01/16	11/07/16	MTWTF--				2	\$500.00				
N 15	WNDU	11/01/16	11/07/16	Monday Prime Rotator	8:00 PM-10:00 PM		:30				NM	1	\$2,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/01/16	11/07/16	M-----				1	\$2,500.00				
N 16	WNDU	11/01/16	11/01/16	Tuesday Prime Hr 1	8:00 PM-10:00 PM		:30				NM	1	\$2,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/31/16	11/06/16	-T-----				1	\$2,000.00				
N 17	WNDU	11/01/16	11/07/16	Newscenter 16 @ 11p M-F	11:00 PM-11:35 PM		:30				NM	2	\$1,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/01/16	11/07/16	MTWTF--				2	\$750.00				
N 18	WNDU	11/01/16	11/07/16	The Tonight Show	11:35 PM-12:35 AM		:30				NM	1	\$450.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/01/16	11/07/16	MTWTF--				1	\$450.00				
							Totals	0.00				29	\$18,575.00

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
10/31/16 - 11/07/16	29	\$18,575.00	(\$2,786.25)	\$15,788.75
Totals	29	\$18,575.00	(\$2,786.25)	\$15,788.75

Signature: _____ **Date:** _____

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AGREEMENT FORM FOR NON-CANDIDATE/ISSUE ADVERTISEMENTS

Station and Location:	Date:
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I, Mike Furman - authorized Media Buyer
do hereby request station time concerning the following issue:

AFT AFL-CIO COPE

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
		As ordered			

This broadcast time will be used by: AFT AFL-CIO COPE

**THIS PAGE MUST BE COMPLETED FOR PROGRAMMING THAT
"COMMUNICATES A POLITICAL MATTER OF NATIONAL IMPORTANCE."
FOR ALL OTHER ISSUE ADS, PLEASE GO TO PAGE 3.**

Programming that "communicates a political matter of national importance" includes (1) references to legally qualified candidates (presidential, vice presidential or congressional); (2) any election to Federal office (e.g., any references to "our next senator", "our person in Washington" or "the President"); and (3) a national legislative issue of public importance (e.g., Affordable Care Act, revising the IRS tax code, federal gun control or any federal legislation).

Does the programming (in whole or in part) communicate "a message relating to any political matter of national importance?"

☒ Yes

☐ No

For programming that "communicates a message relating to any political matter of national importance," list the name of the legally qualified candidate(s) the programming refers to, the offices being sought, the date(s) of the election(s) and/or the issue to which the communication refers (if applicable):

Evan Bayh
Todd Young

US Senate, IN

General Election
11/8/16

I represent that the payment for the above described broadcast time has been furnished by (name and address):

AFT AFL-CIO COLE 555 New Jersey Avenue NW
Washington, DC 20001

and you are authorized to announce the time as paid for by such person or entity (hereinafter referred to as the "sponsor").

List the chief executive officers or members of the executive committee or the board of directors below (or attach separately):

Loretta Johnson, Treasurer
Joseph Annison, Asst. Director, Political Dept


For programming that "communicates a message relating to any political matter of national importance," attach Agreed Upon Schedule (Page 5)

TO BE COMPLETED FOR ALL ISSUE ADVERTISEMENTS

THIS STATION DOES NOT DISCRIMINATE OR PERMIT DISCRIMINATION ON THE BASIS OF RACE OR ETHNICITY IN THE PLACEMENT OF ADVERTISING.

The Sponsor agrees to indemnify and hold harmless the station for any damages or liability, including reasonable attorney's fees, that may ensue from the broadcast of the above-requested advertisement(s). **For the above-stated broadcast(s), the sponsor also agrees to prepare a script, transcript, or tape, which will be delivered to the station at least _____ before the time of the scheduled broadcasts.**

TO BE SIGNED BY ISSUE ADVERTISER (SPONSOR)

<u>10/13/16</u>	<u></u>	<u>202-338-8200</u>
Date	Signature	Contact Phone Number

TO BE SIGNED BY STATION REPRESENTATIVE

☐ Accepted

☐ Accepted in Part

☐ Rejected

_____	_____	_____
Signature	Printed Name	Title

AGREED UPON SCHEDULE

For All Issue Advertisements That Communicate a Message Relating to Any Political Matter of National Importance

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
		As ordered			

Attach proposed schedule with charges (if available):

AFTER AIRING OF BROADCASTS:

Attach invoices or Schedule Run Summary to this Form showing:

- (1) actual air time and charges for each spot;
- (2) the date(s), exact time(s) and reason(s) for Make-Good(s), if any; and
- (3) the amount of rebates given (identify exact date, time, class of broadcast and dollar amount for each rebate), if any.

Note: Because the FCC requires that the political file contain the actual time the rate for spots "communicating a political matter of national importance" air, that information should be included in the file as soon as possible. If that information is only generated monthly, the file should include the name of a contact person who can provide the times that and rates for specific spots aired. The FCC's online political files include a folder for "Terms and Disclosures." NAB suggests that, for stations subject to the online public file rule, the names of contact person(s) be placed in that folder.